

Message Text

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INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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P 162145Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

UNCLAS STATE 220617

E.O. 11652 N/A

TAGS: BITO, SA

SUBJECT: TRADE AND INVESTMENT OPPORTUNITY: SAWARY TRADING
AND CONTRACTING COMPANY

REF: JIDDA'S T-5931, 8/25/75; COMMERCE'S OM, 9/3/75

1. WE HAVE RECEIVED CONSIDERABLE INTEREST FROM U.S.
PREFAB HOUSING FIRMS IN RESPONSE TO MR. LAHHAM'S OCTOBER
8-18 VISIT TO U.S. TO NEGOTIATE THE PURCHASE OF HOMES AND
THE ESTABLISHMENT OF A FACTORY IN SAUDI ARABIA.

2. IF PRIORITIES MUST BE ASSIGNED, FOLLOWING FIRMS MIGHT
WARRANT PRIMARY CONSIDERATION: (A) MR. HENRY BENACH,
PRESIDENT, STARRETT HOUSING CORPORATION, 909 TIRD AVENUE,
NEW YORK, NEW YORK 10022, TELEPHONE: 212-751-3100,
TELEX: 426158; (B) MR. STEVEN D. CUMMINGS, STARCRETE
INTERNATIONAL INDUSTRIES, 2500 22ND AVENUE NORTH,
ST. PETERSBURG, FLORIDA 33713, TELEPHONE: 813-822-8424,
TELEX: 810-863-5627; (C) MR. ROBERT T. WAGNER, GENERAL
MANAGER, WESTON OMES, P. O. BOX 126, ROTHSCHILD,
WISCONSIN 55474, TELEPHONE: 715-359-4281, TWX 910/281 1545;
CABLE WESTON USA; (D) MR. GEORGE E. PRICE, VICE CHAIRMAN,
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NATIONAL HOMES CORPORATION, P. O. BOX 680, LAFAYETTE,

INDIANA 47902, TELEPHONE: 317-448-2675, TELEX: 810-342-1886 - PRICE WOULD PREFER APPOINTMENT AFTER OCTOBER 12.

(E) MR. S. W. SHELLEY, PRESIDENT, SHELLEY SYSTEMS, INC., 5 LYONS PLAIN ROAD, WESTPORT, CONNECTICUT 06880, TELEPHONE: 203-226-6549 - MR. SHELLEY REQUESTS AS MUCH ADVANCE NOTICE AS POSSIBLE; (F) MR. WILLIAM DWYER, MANAGER, INTERNATIONAL HOUSING PROGRAM, GENERAL ELECTRIC COMPANY, 3198 CHESTNUT STREET, PHILADELPHIA, PENNSYLVANIA 19101, TELEPHONE: 215-823-2233, TELEX: 845-180 - MR. DWYER LEARNED OF VISIT FROM A G.E. REP. IN MID EAST AND HAS CABLED SULEYMAN/LAHHAM TO SET UP APPOINTMENT IN PHILADELPHIA; (G) MR. PETER SCHAEFER, MULTICON, INC., 1214 28TH STREET, N.W., WASHINGTON, D.C. 20007, TELEPHONE: 202-965-5730, TELEX: 64472.

3. THESE ADDITIONAL FIRMS ARE ANXIOUS TO MEET MR.LAHAM.

(H) MR. M. H. SHORAGO, VICE PRESIDENT, PANELFAB INTERNATIONAL CORP., 1600 N.W. LE JEUNE ROAD, MIAMI, FLORIDA 33126, TELEPHONE: 305-871-2100; (I) MR. RALPH L. JENNINGS, VICE PRESIDENT, ECONOMY FORMS CO CORP., 4301 N.E. 14TH STREET, DES MOINES, IOWA 50316, TELEPHONE: 515-266-1141, TELEX: 478374-EFCO FORMS DMS; (J) MR. JESSE W. JOHNCOX, UNITED HOUSING OF NEW MEXICO, P. O. BOX 2424, HOBBS, NEW MEXICO 88240, TELEPHONE: 505-392-6567 - JOHNCOX CAN MEET LAHAM WITH COMPANY PLANE AT A MAJOR CITY IN THE REGION, SUCH AS DENVER, DALLAS OR PHOENIX; (K) MR. WAYNE SLATER, PRESIDENT, APPLIED MODULAR RESEARCH, 2512 PROGRAM, DALLAS, TEXAS 75200, TELEPHONE: 214-352-2823; (L) MR. RICHARD A.MORRIS, SPECIAL PROJECT SALES MANAGER, PEASE COMPANY, 900 FOREST AVENUE, HAMILTON, OHIO 45023, TELEPHONE: 513-867-3158, TELEX: 21-4482; (M) MR. DAVID M. HANSEN, 4800 BILTMORE DRIVE, CORAL GABLES, FLORIDA 33146, TELEPHONE: 305-661-9462; (O) MR. ROBERT D. JOHNSON, DIRECTOR, RMS GROUP, INC., 12 E. 41ST STREET, NEW YORK, NEW YORK 10017, TELEPHONE: 212-684-5470, TELEX: 236970, CABLE: INCOINTERN NEW YORK.

4. OED AND CAGNE WILL BE GLAD TO ASSIST MR. LAHAM AND MR. SULEYMAN DURING THEIR VISIT. CONTACT POINTS ARE UNCLASSIFIED

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DON STOW, OED, 202-967-4065 AND GEORGE BECK, CAGNE, 202-967-5767. SISCO

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